

## Message Text

UNCLASSIFIED

PAGE 01 STATE 208014  
ORIGIN COME-00

INFO OCT-01 EUR-12 EA-12 ISO-00 ERDA-07 AID-05 CEA-01  
CIAE-00 DODE-00 EB-08 FEAE-00 FPC-01 H-02 INR-07  
INT-05 L-03 NSAE-00 NSC-05 OMB-01 PM-05 USIA-15  
OES-07 SP-02 SS-15 STR-04 TRSE-00 ACDA-10 SIG-02  
/130 R

DRAFTED BY COM/OEP/JPDEMETROPS/EHM

APPROVED BY EB/OCA/CD/REDAY

COM/OEP/OPDRURY (DRAFT)

COM/OEP/RWILBOURN (DRAFT)

COM/OIM/RGARNITZ (DRAFT)

USERDA/ICD/DHARVEY (DRAFT)

OES/NET/IM/MPROCHNIK (DRAFT)

STATE/EUR/RPE/RLAMANTIA (DRAFT)

STATE/EA/EP/DSTEBBING (DRAFT)

EB/FSE/WRAMSAY

-----129822 311737Z /50

R 311343Z AUG 77

FM SECSTATE WASHDC

TO AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY COPENHAGEN

AMEMBASSY HELSINKI

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY ROME

AMEMBASSY STOCKHOLM

AMEMBASSY TOKYO

UNCLAS STATE 208014

E.O. 11652: N/A

TAGS:ENRG, GE, XG, JA

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 208014

SUBJECT: POST COMMENTS ON DEPARTMENT OF COMMERCE/ERDA  
INTERNATIONAL TECHNOLOGY SHARING PROGRAM

1. THE USDOC OFFICE OF ENERGY PROGRAMS CONDUCTS PROGRAMS  
TO INCREASE THE ENERGY EFFICIENCY OF U.S. BUSINESS. OEP  
WORKS WITH OTHER GOVERNMENT AGENCIES AND INDUSTRIES TO HELP  
ESTABLISH EFFECTIVE PROGRAMS FOR THE CONSERVATION OF ENERGY

RESOURCES. AN IMPORTANT PART OF THESE ACTIVITIES IS AN INFORMATION PROGRAM, EMPLOYING VARIOUS TECHNIQUES, TO COLLECT AND DISSEMINATE COMPARATIVE DATA AND TECHNOLOGY IN ORDER TO KEEP BUSINESS INFORMED ABOUT METHODS OF CONSERVING ENERGY.

2. SINCE MANY OF THE WORLD'S INDUSTRIALIZED COUNTRIES HAVE HISTORICALLY HAD HIGHER ENERGY COSTS THAN THE UNITED STATES, THEY HAVE, OVER A LONG PERIOD, DEVELOPED CONCEPTS, METHODS OF OPERATING, PROCESSES, PRODUCTS, MACHINERY AND EQUIPMENT THAT ARE IN SOME CASES MORE ENERGY EFFICIENT THAN THEIR COUNTERPARTS IN THE UNITED STATES.

3. THE OEP IN CONJUNCTION WITH THE ENERGY RESEARCH AND DEVELOPMENT ADMINISTRATION (ERDA) IS IN THE PROCESS OF IMPLEMENTING A PROGRAM TO OBTAIN INFORMATION, ON A REGULAR BASIS, ON EXISTING FOREIGN TECHNOLOGY, PRODUCTS,

PROCESSES, EQUIPMENT AND MACHINERY WITH UNUSUAL OR UNIQUE ENERGY EFFICIENCY FEATURES. THE ULTIMATE OBJECTIVE OF THE PROGRAM IS TO IMPROVE THE ENERGY EFFICIENCY OF U.S. INDUSTRY BY INFORMING AMERICAN BUSINESSMEN OF ENERGY EFFICIENT EQUIPMENT AND PROCESSES IN USE OR AVAILABLE IN FOREIGN COUNTRIES. WHERE PROMISING VENTURES ARE IDENTIFIED, THEY WILL BE BROUGHT TO THE ATTENTION OF INTERESTED U.S. BUSINESSMEN WHO MAY THEN CONTACT THE FOREIGN MANUFACTURER DIRECTLY FOR POSSIBLE LICENSING,

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 208014

JOINT VENTURE FOR U.S. MANUFACTURE, OR OTHER COMMERCIAL ARRANGEMENT.

4. BASED ON PRIOR DISCUSSIONS OF THE PROGRAM WITH OEP STAFF AND SEVERAL EUROPEAN COMMERCIAL OFFICERS, SCIENCE AND TECHNOLOGY ATTACHES AND FUEL AND ENERGY OFFICERS, IT IS ANTICIPATED THAT AN INITIAL DATA SURVEY NECESSARY FOR THE OPERATION OF THE PROGRAM WILL BE CONDUCTED BY PRIVATE CONTRACTORS REPORTING TO THE OEP THROUGH THE RESPECTIVE POSTS IN THEIR AREA. COMMERCE IS ALSO INTERESTED IN POST SUGGESTIONS ON POSSIBLE ALTERNATIVES TO USING PRIVATE CONTRACTORS TO GATHER DATA. RELIABLE INFORMATION MAY, FOR EXAMPLE, BE AVAILABLE FROM EXISTING FOREIGN GOVERNMENT AND PRIVATE SOURCES.

5. THE OEP IS INTERESTED IN TESTING THE FEASIBILITY OF THE PROGRAM IN A LIMITED GEOGRAPHICAL AREA. ADDRESSEE POSTS WERE CHOSEN AS BEING THE MOST PROMISING AREAS FOR INITIAL CONSIDERATION. IT IS ENVISAGED THAT SEVERAL SMALL CONTRACTS WILL BE ESTABLISHED TO COVER A SPECIFIC GEOGRAPHIC AREA TO TEST THE POTENTIALITY OF THE PROGRAM.

6. THERE ARE TWO APPROACHES CURRENTLY UNDER ACTIVE  
CONSIDERATION BY THE OEP, AND POST'S COMMENTS AND  
SUGGESTIONS ON THE FEASIBILITY, RELATIVE MERITS AND  
POTENTIAL PROBLEMS OF EACH APPROACH WOULD BE APPRECIATED.

7. ONE APPROACH WOULD BE TO HAVE CONTRACTORS THOROUGHLY  
EXAMINE ONE OR MORE SPECIFIC ENERGY INTENSIVE INDUSTRIES  
IN SOME DETAIL (THE GLASS, ALUMINUM, AND PULP AND PAPER  
INDUSTRIES ARE THREE WHICH MIGHT BE CONSIDERED) AND TO  
IDENTIFY ENERGY EFFICIENT PROCESSES, TECHNOLOGIES, ETC.,  
IN THESE INDUSTRIES. FOR EXAMPLE, THE FOCUS MIGHT BE  
ON MORE EFFICIENT FURNACES AND PROCESSES IN GLASS  
MANUFACTURING. THE DATA GATHERED WOULD THEN BE  
DISTRIBUTED TO U.S. INDUSTRY OFFICIALS TO ENCOURAGE  
UNCLASSIFIED

UNCLASSIFIED

PAGE 04 STATE 208014

LICENSING OR OTHER AGREEMENTS NECESSARY FOR ADAPTA-  
TION OF THE PROCESSES BY AMERICAN MANUFACTURERS.

8. THE SECOND APPROACH UNDER CONSIDERATION WOULD REQUIRE  
GEOGRAPHIC AREA (LIKELY TO BE ONE COUNTRY) FOR REVIEW  
OF ALL AVAILABLE PRODUCTS AND TECHNOLOGIES WHICH HAVE  
DEMONSTRATED HIGH POTENTIAL FOR ENERGY SAVINGS AND  
WHICH ARE NOT IN GENERAL USE IN THE UNITED STATES.  
THE FOCUS HERE WOULD BE ON PRODUCTS AND PROCESSES  
THAT ARE CURRENTLY AVAILABLE FOR SALE OR LICENSE.  
UNLIKE THE FIRST APPROACH THE EMPHASIS WOULD BE ON  
ITEMS WHICH ARE OF MORE GENERAL INTEREST TO A VARIETY  
OF U.S. INDUSTRIES. AN EXAMPLE MIGHT BE NEW ELEMENTS  
IN ADVANCED BURNER CONCEPTS.

9. THE INFORMATION GATHERED WOULD BE BROUGHT TO THE  
ATTENTION OF U.S. BUSINESSMEN BY MEANS OF A PUBLICATION  
SIMILAR IN FORMAT TO THE "COMMERCIAL NEWS FOR THE  
FOREIGN SERVICE." IN EITHER APPROACH CONTRACTORS  
WOULD BE ASKED TO IDENTIFY INSTITUTIONAL AND OTHER  
BARRIERS TO TECHNOLOGY TRANSFER.

10. A MEANS OF PROMOTING TRAVEL TO THE U.S. BY GROUPS  
OF FOREIGN SALESMEN OF ENERGY EFFICIENT PRODUCTS AND  
TECHNOLOGIES, SIMILAR IN CONCEPT TO THE BUREAU OF  
INTERNATIONAL COMMERCE'S FOREIGN BUYER'S PROGRAM,  
IS ALSO OF INTEREST TO THE OEP. GROUPS IDENTIFIED  
BY POSTS, WOULD BE INVITED TO PARTICIPATE AS  
EXHIBITORS IN SELECTED U.S. TRADE SHOWS AND  
EXHIBITIONS OR OEP/ERDA WOULD SET UP, ON A SELECTIVE  
BASIS, SMALL EXCLUSIVE SHOWS FOR GROUPS WITH ITEMS OF  
SIGNIFICANT ENOUGH POTENTIAL. A THIRD POSSIBILITY WOULD  
BE FOR OEP TO ARRANGE TRIPS OF A FEW WEEK'S DURATION, IN  
UNCLASSIFIED

UNCLASSIFIED

PAGE 05 STATE 208014

COOPERATION WITH INTERESTED TRADE ASSOCIATIONS, TO INTRODUCE THE GROUPS DIRECTLY TO POTENTIAL U.S. CUSTOMERS.

11. IT IS SUGGESTED THAT SCIENCE ATTACHES AND COMMERCIAL OFFICERS DISCUSS AND JOINTLY COMMENT ON THIS PROGRAM, BY CABLE, SLUGGED FOR USDOC OFFICE OF ENERGY PROGRAMS. IF A CONTRACTUAL APPROACH IS SUGGESTED A FORMAL REQUEST FOR LISTS OF SUGGESTED CONTRACTORS WILL BE MADE. IN THE INTERIM POSTS MAY, IF THEY WISH, SUBMIT NAMES OF POTENTIAL CONTRACTORS WITH SPECIAL QUALIFICATIONS IN THIS FIELD.

12. IF IT IS ANTICIPATED THAT THE IMPLEMENTATION OF THIS PROGRAM WILL REQUIRE SIGNIFICANT PERSONNEL RESOURCES, STATE AND COMMERCE ARE PREPARED TO REVIEW THE MATTER IN A COUNTRY COMMERCIAL PROGRAM CONTEXT.

13. REPLIES REQUESTED BY SEPTEMBER 30. CHRISTOPHER

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** INDUSTRIAL PRODUCTION, CONSERVATION, NUCLEAR ENERGY, PROGRAMS (PROJECTS)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 31-Aug-1977 12:00:00 am  
**Decapton Date:** 01-Jan-1960 12:00:00 am  
**Decapton Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE208014  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** OEP/JPDEMETROPS/EHM  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770315-0239  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t1977082/aaaaabrg.tel  
**Line Count:** 192  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 1ced5b52-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 4  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 12-Nov-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1474721  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** POST COMMENTS ON DEPARTMENT OF COMMERCE/ERDA INTERNATIONAL TECHNOLOGY SHARING PROGRAM  
**TAGS:** ENRG, PARM, TGEN, GC, XG, JA, US  
**To:** BONN BRUSSELS MULTIPLE  
**Type:** TE  
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/1ced5b52-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009